



VOLUME I

COL RICK GREENHUT  
DIRECTOR, HOMELAND SECURITY

## WHERE DO YOU BEGIN?

One of the most common questions I hear from Wing Commanders regarding their Wing's potential involvement in Homeland Security is how to go about generating interest from their state and local governments. First and foremost, you need to be "on their checklist." They need to consider CAP a viable asset in the fight against terrorism. Your Homeland Security Committee is working on a document called the CAP Operations Resource Guide. This document, which we will have ready for the Winter National Board Meeting, will contain all the information an Emergency Manager would need regarding how to utilize CAP, who to call to get a mission approved, what assets we can bring to bear and their capabilities, examples of missions we have performed as well as the costs involved. Copies will be available for you to deliver to senior government agency decision makers in your Wings.

Additionally, we are updating the HLS video that so many of you are already utilizing to demonstrate what CAP can do for these potential customers. It will include pictures from our recent involvement with Hurricane Katrina, as well as 9/11 and various local events around the country. There will also be a new Powerpoint presentation that you can customize for your use.

The members of the HLS committee and I stand ready to assist you in whatever way we can to help you generate interest in using CAP assets in your local communities. Our members include an FBI Agent, employees of the Department of Homeland Security, the Transportation Security Agency and the Federal Emergency Management Agency.

Here are the names of the committee members and their respective e-mail addresses:

Col Rick Greenhut (Chairman)	<a href="mailto:rgreenhut@cap.gov">rgreenhut@cap.gov</a>
Col Andy Skiba	<a href="mailto:askiba@cap.gov">askiba@cap.gov</a>
Col Dale Newell	<a href="mailto:newellde@comcast.net">newellde@comcast.net</a>
Col Jim Linker	<a href="mailto:james.linker@verizon.net">james.linker@verizon.net</a>
Col Ernie Schnabler	<a href="mailto:pcrwa001@earthlink.net">pcrwa001@earthlink.net</a>
Lt Col Paul Falavolito	<a href="mailto:ltcfav@aol.com">ltcfav@aol.com</a>
Lt Col Ernie Bilotto	<a href="mailto:sercd@tampabay.rr.com">sercd@tampabay.rr.com</a>
Lt Col Chuck Sersun	<a href="mailto:sersunc@aol.com">sersunc@aol.com</a>
Lt Col Kevin Kelkenberg	<a href="mailto:kelvin.kelkenberg@dhs.gov">kelvin.kelkenberg@dhs.gov</a>
Lt Col Ed Wolff	<a href="mailto:srt1500@gate.net">srt1500@gate.net</a>
Maj Ken Gonzalez	<a href="mailto:kgonzalez@cawg.cap.gov">kgonzalez@cawg.cap.gov</a>

All of us are only an e-mail away if we can be of any help. We also welcome any suggestions on how we can assist you in your efforts.

## TAKING STOCK

Make a list of the local assets that you can bring to bear within two hours notice. How many aircraft and aircrews do you have that are available at a given time? How many qualified mission pilots? Do you have an alert roster? More importantly, is it current? Are pilots available on advance notice for missions that might be scheduled during normal business hours. Are there pieces of vital infrastructure nearby that are potential terrorist targets, like gas pipelines, electric or nuclear plants, reservoirs etc.? Are your aircraft and vehicles available 24 hours a day? Do neighboring Wings have people or equipment that you could utilize if you can't provide the promised service to a potential customer? The worse thing we can possibly do to our customers is to over promise and under deliver — you never get a second chance to make a first impression.

## GETTING YOUR PIECE OF THE PIE

We hear all the time about the huge amounts of money being poured into Homeland Security, and you may wonder how your Wing can get part of that funding. An important first step is determining just how those funds have been distributed. To make it easier for you to know how those funds have been distributed in your states and local communities, you may want to check this list of current HLS grant recipients by both state and by municipality, and the amount of money each has been given by the federal government:

State / Territory	Total
Alabama	\$28,152,631
Alaska	\$14,879,381
Arizona	\$41,704,818
Arkansas	\$21,561,040
California	\$282,622,077
Colorado	\$36,798,900
Connecticut	\$24,080,428
Delaware	\$14,983,784
District of Columbia	\$96,144,140
Florida	\$101,284,742
Georgia	\$54,918,163
Hawaii	\$23,130,249
Idaho	\$16,805,270
Illinois	\$102,592,707
Indiana	\$38,995,714
Iowa	\$22,290,764
Kansas	\$21,784,091
Kentucky	\$31,418,947
Louisiana	\$42,669,788
Maine	\$16,608,549
Maryland	\$42,249,934
Massachusetts	\$62,436,056
Michigan	\$64,074,873
Minnesota	\$35,311,099
Mississippi	\$22,081,006
Missouri	\$46,951,640
Montana	\$15,317,765

Nebraska	\$23,655,542
Nevada	\$28,386,325
New Hampshire	\$16,775,590
New Jersey	\$60,811,154
New Mexico	\$18,499,124
New York	\$298,350,633
North Carolina	\$46,608,831
North Dakota	\$14,376,200
Ohio	\$77,823,233
Oklahoma	\$29,973,615
Oregon	\$34,819,649
Pennsylvania	\$87,671,312
Rhode Island	\$16,073,769
South Carolina	\$26,283,735
South Dakota	\$14,809,166
Tennessee	\$32,605,325
Texas	\$138,569,621
Utah	\$20,308,373
Vermont	\$14,326,139
Virginia	\$38,184,581
Washington	\$45,329,577
West Virginia	\$18,289,086
Wisconsin	\$37,251,048
Wyoming	\$13,933,869
Puerto Rico	\$25,169,085
<b>Total</b>	<b>\$2,518,763,121</b>

As you can see from the preceding chart, over 2.5 billion dollars has been allocated to the fifty states along with Puerto Rico and the District of Columbia! Using the new Homeland Security video or Powerpoint briefing with your state Emergency Management officials can open their eyes to how cost-effective CAP can be in providing aerial views of vital waterways, reservoirs, power plants, power lines and gas pipelines.

Additionally, many of your local communities have also received grants for substantial amounts of money under the Federal Urban Area Security Initiative (UASI), as well as allocations for nonprofit organizations (like CAP):

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Urban Area	UASI Grant	Nonprofit
Anaheim, CA	\$10,825,119	
Arlington, TX	\$5,072,852	
Atlanta, GA	\$13,117,499	
Baltimore, MD	\$11,305,357	\$516,028
Baton Rouge, LA	\$5,226,495	
Boston, MA	\$26,000,000	\$132,160
Buffalo, NY	\$7,207,995	
Charlotte, NC	\$5,479,243	
Chicago, IL	\$45,000,000	
Cincinnati, OH	\$5,866,214	
Cleveland, OH	\$7,385,100	
Columbus, OH	\$7,573,005	
Dallas, TX	\$13,891,234	\$261,148
Denver, CO	\$8,718,395	\$4,500,000
Detroit, MI	\$17,068,580	\$114,490
Fort Worth, TX	\$5,391,784	
Honolulu, HI	\$6,454,763	\$3,000,000
Houston, TX	\$18,570,464	\$681,984
Indianapolis, IN	\$5,664,822	
Jacksonville, FL	\$6,882,493	\$402,110
Jersey City, NJ	\$6,732,512	
Kansas City, MO	\$8,213,126	
Las Vegas, NV	\$8,456,728	
Long Beach, CA	\$7,985,692	\$3,750,000
Los Angeles, CA	\$61,250,000	
Louisville, KY	\$5,000,000	
Miami, FL	\$15,828,322	
Milwaukee, WI	\$6,325,872	
Minneapolis, MN	\$5,763,411	
National Capitol	\$77,500,000	
New Orleans, LA	\$9,305,180	\$2,075,000
New York City, NY	\$207,563,211	\$6,311,701
Newark, NJ	\$12,439,608	\$181,298
Oakland, CA	\$6,202,982	\$935,551
Oklahoma City, OK	\$5,570,181	
Omaha, NE	\$5,148,300	
Philadelphia, PA	\$22,818,091	\$1,347,598
Phoenix, AZ	\$9,996,463	\$114,490
Pittsburgh, PA	\$9,635,991	
Portland, OR	\$10,391,037	\$100,000
Sacramento, CA	\$6,085,663	\$320,885

San Antonio, TX	\$5,973,524	
San Diego, CA	\$14,784,191	
San Francisco, CA	\$20,433,614	
San Jose, CA	\$6,590,133	
Santa Ana, CA	\$9,000,343	
Seattle, WA	\$11,840,034	\$153,978
St. Louis, MO	\$7,040,739	
Tampa, FL	\$7,772,791	\$216,068
Toledo, OH	\$5,307,598	
<b>Total</b>	<b>\$829,656,751</b>	<b>\$24,999,999</b>

This is a terrific opportunity to go in and ask for a few thousand dollars to prove how cost-effective CAP can be in helping to provide local aerial imaging services.

### WHAT ARE YOUR NEXT STEPS?

Create a *brief*, concise summary of what you can do for them. Every Wing has someone who is an expert with Microsoft Word. Use that person to craft a good looking, professional summary of what CAP can do in your local area. Then, make sure that every office of federal, state and local agencies concerned with emergency management and counterterrorism gets a copy. The government section of the local telephone directory is a good place to start.

Once you have identified the decision makers, visit them with key members of your staff. Let them see the people behind the greatest volunteer organization in America, and hear from your own lips what CAP has done around the country to help agencies like theirs. It is also worth your while to get to know your state Adjutant General, and let him or her know that you can act as an additional resource to their existing air assets, providing services that they cannot. They need to know what we can do to make their jobs easier. A CAP single engine Cessna costs \$110 per hour, and can perform many of the same tasks as a helicopter costing well over \$2,600 per hour! The next page has an example of just such a summary, created by the Southeast Region Counterdrug Officer, Lt Col Ernie Bilotto.

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**CIVIL AIR PATROL HOMELAND SECURITY SUPPORT****SAMPLE****PROPOSAL:**

Consideration of Civil Air Patrol (CAP) – United States Air Force Auxiliary, to be included in the operational structure of your Homeland Security Program.

**I. TYPES OF SUPPORT CAP CAN PROVIDE:**

- Aerial reconnaissance of isolated areas, border areas, remote landing areas, coastal areas, ports and harbors, and critical infrastructure to identify suspicious activity.
- Aerial transportation of personnel, equipment, blood and organs, etc.
- Disaster and damage assessment.
- Airborne still imaging with near real-time satellite downlink.
- Discrete communications support; HF capability, and aerial communications relay platforms.
- ICS-qualified emergency services mission / incident commanders.
- Flight line supervisors and operations.
- Augment civilian and military authorities in damage assessment, recovery teams and security.

**II. BACKGROUND AND FEDERAL AUTHORITY OF CAP:**

- Civil Air Patrol is unique among nonprofit aviation organizations in that it is Congressionally chartered to serve the public welfare and as such supports appropriate government agencies in carrying out their respective responsibilities.
- No other aviation organization is (1) established by the U.S. Congress and designated by same as the official civilian voluntary auxiliary of a U.S. military service; (2) Congressionally funded within the DoD; and (3) authorized to perform flight operations assigned by the U. S. Air Force.
- Over the past five years, CAP has averaged over 32,000 flying hours per year of reconnaissance and support counterdrug missions for the government's fight against narco-terrorism. All CAP members participating in counterdrug activities must pass DEA and U.S. Customs Service background screenings.
- CAP, as a federal resource, performs missions for several federal government agencies including:
  - **Department of Defense**
  - **Department of Justice**
    - Federal Bureau of Investigation
    - Drug Enforcement Administration
    - U.S. Marshall's Service
  - **Department of Transportation**
    - Federal Aviation Administration
  - **Department of Homeland Security**
    - Bureau of Immigration & Customs Enforcement
    - U.S. Coast Guard
    - Federal Emergency Management Agency
  - **Department of Agriculture**
    - U.S. Forest Service
  - **State and local law enforcement agencies**

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**III. AVAILABLE ASSETS:**

- Dedicated force of over 58,000 volunteers in over 1,600 communities across the nation with a track record of support to their communities, states and nation.
- Command and control structure that reaches to the local community and supports the Air Force Rescue and Coordination Center (AFRCC) and Air Force National Security Emergency Preparedness Agency (AFNSEP) control centers, as well as 1<sup>st</sup> Air Force and Northern Command.
- Air and ground search and rescue experts.
- 550 corporate aircraft available 24/7/365.
- 4,200 mission pilots; 2,900 of these mission pilots and an additional 2,700 support personnel nationwide have been screened by DEA and the U.S. Customs Service.
- 847 ground search and rescue teams nationwide trained to operate in a variety of conditions, render first aid, provide wilderness extraction of victims and various community emergency response teams.
- 636 chaplains and over 200 moral leadership officers nationwide.
- Over 5,000 fixed-land radio stations and over 10,000 mobile radios.
- Nearly 1,000 corporate ground vehicles.
- Personnel trained in radiological monitoring.
- CAP National Operations Center. E-Mail requests: [opscenter@capnhq.gov](mailto:opscenter@capnhq.gov)
- All mission request contact the NOC at (888) 211-1812 (manned 24/7/365)

**IV. Costs:**

- CAP can field an aircraft with highly trained volunteer aircrews for an average cost of \$110 per hour.
- Vehicles: actual fuel/oil costs.
- Miscellaneous: actual out of pocket expenses for required supplies.
- Equipment: as needed to perform assigned tasks.

**V. Contact Information:**

- Place the names of key Wing / Region Contacts here.

As you can see, a simple, straightforward 2 page presentation is all that is needed to outline what we have available and generate interest in what CAP has to offer. Resist the temptation to get too wordy. We have a great story to tell, and our potential customers are busy people. We need to emphasize what we can do to make their jobs easier and their agency more effective.

**LOOKING AHEAD**

With the ARCHER hyperspectral imaging equipment coming on line and crews being trained, we will shortly have an additional tool to offer our potential customers. In the next few months, we'll be sending

out some updates from the New Technologies team explaining in plain language what this equipment means to our customers, and what unique capabilities CAP will have.

Coming issues will cover operational security, wing-specific missions, and using your CD contacts to generate new HLS missions. In the meantime, please don't hesitate to let me or the other members of the HLS Committee know if you have any questions, ideas or suggestions to help us accomplish our Missions for America.

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Director, Homeland Security

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